



CHEROKEE ASSOCIATION OF REALTORS®
GAR CONFERENCE REPORT FORM

Committee/Class Attended: **Profiting From Home Performance In Real Estate Transactions.**

Instructor: **Corbett Lunsford**

Date Held: February 5, 2018 3:30-5:00 PM

State Director Name: **Carole Paul, Cherokee Board of Realtors**

Association Executive Report Submitted To: **Karen Cunningham**

Date: **2/8/18**

Items Discussed: This class was designed to make agents aware that we need to be more astute in helping our clients and customers assess the condition and value of the home they are considering by the use of performance testing. The goal of performance testing, which deals primarily with Air Quality, Moisture, Airflow Pressure and Heat Flow, is to protect our clients and to add value to us as agents. It also could serve to prevent illnesses resulting from these issues, and lawsuits by Buyers directed at Sellers and Agents.

Mr. Lunsford stated that Building Codes have been designed to allow contractors to build "the worst home that can be built LEGALLY". He stated that codes requiring "higher performance" and "energy efficiency" can sometimes be more dangerous than conventionally built homes. He went on to cite various examples of problems and areas of the home which need to be tested and the reasons why their construction presents problems relating to air quality, airflow, heat flow and moisture resulting in cold homes, leaks, insufficient heat flow and water leaks and moisture retention. Most home inspectors do not do the types of test that resulted in identifying performance problem areas.

There are firms that specialize in performance testing but he stressed that the most important test is the blower door test which identifies unsealed cracks and openings which exist in the home. Another important test would be done with an infrared imager that will help detect leaks and water intrusion.

Thoughts (Relevancy to CAOR):

I think this class is needed for agent understanding, but it may be difficult for us to convince our clients to spend money to use a Performance Testing inspector in addition to a traditional inspector. I was glad to be able to be exposed to this additional information. PERHAPS HAVING A PERFORMANCE TESTING INSPECTOR GIVE A CLASS OR SPEAK AT ONE OF OUR MEETING IS IN ORDER.

 Signature